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Guide for FI in the Processing of European Soviet Bloc-Free World
Trade Information

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BACKGROUND

European Soviet Bloc-Free World Trade information is available in great quantity from both overt and covert sources. FI would like to restrict its processing effort to that type of information available only from covert sources. We have been asked by FI to furnish them with a general guide to the type of information most likely to be obtained from covert sources. This guide consists of three parts:

the first is a list of information requirements concerning European Soviet Bloc trade policy; the second is a list of general requirements concerning clandestine European Soviet Bloc trade; and the third is a list of controlled commodities.

The list of controlled commodities has been circulated throughout D/S and some additions to the basic list have been added by D/S branches. It is the understanding of D/S that this general guide on European Soviet Bloc-Free World trade replaces any general requirements which are now outstanding with the exception of those on gold and finance.

INFORMATION GUIDE

I. European Soviet Bloc Trade and Trade Policy with the Free World

1. Indications of possible economic penetration including:
 - (a) technical assistance including offers to supply complete installations, personnel exchange, credits.
 - (b) increase of Bloc trade representation including opening of new offices.
2. Evidences in Free World countries of Bloc competition and / or Bloc coordination. An example of the former would be two or more Bloc countries offering the same product at competing prices; an example of the latter would be one Bloc country coordinating the sales for one or more specific product.

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3. Exports to the Free World of capital and controlled goods (attached list will serve as guide).
4. Trade and financial relationships of Yugoslavia with the Bloc.
5. Information pertaining to Bloc foreign trade policy with the Free World such as impending trade offensive and cut-backs in procurement.

II. European Soviet Bloc clandestine trade with the Free World

1. Information on procurement efforts and shipments (detailed on summary data) of controlled items in European Soviet Bloc-Free World trade.
2. Information on Principals, routes of shipments, methodology and financing of such shipments.
3. Transshipment of controlled commodities through Free trade areas, when possible diversion to Bloc is suspected.

III. An alphabetical index to strategic (controlled) commodities, attached.

Attachment: 1 copy of an alphabetical index to strategic commodities

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